

Message Text

UNCLASSIFIED

PAGE 01 HALIFA 00401 171817Z
ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 PA-02 PRS-01 USIA-15
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R 171700Z AUGUST 77
FM AMCONSUL HALIFAX
TO SECSTATE WASHDC 1780
INFO AMEMBASSY OTTAWA

UNCLAS HALIFAX 0401

E.O. 11652: N/A
TAGS: ETRD, CA
SUBJECT: LOCAL REACTION TO "COMMERCE AMERICA" 8/1/77
WORLD TRADE OUTLOOK ARTICLE ON CANADA

1. AUG 17 HALIFAX "CHRONICLE-HERALD" CARRIES FRONT PAGES
BY ATLANTIC PROVINCES ECONOMIC COUNCIL(APEC) EXECUTIVE
VICE PRESIDENT DR. JAMES MCNIVEN ON THE 8/1/77 WORLD
TRADE OUTLOOK ARTICLE ON CANADA IN "COMMERCE AMERICA" .

2. DR. MCNIVEN SAID THAT THE CHEAPER CANADIAN DOLLAR
WILL MAKE CANADIAN SUPPLIERS COSTS A BIT MORE COMPETITIVE
THAN THEY WOULD HAVE BEEN OTHERWISE AND ANY FIRMS ALSO
SUPPLYING THE SAME GOODS WITH GOOD MARKETING AND GOOD SALES
STAFF SHOULD BE ABLE TO COMPETE HANDILY . FARM EQUIPMENT
AND HOTEL AND MOTEL SUPPLY EXPORTERS WILL FACE STRONG
COMPETITION FROM CANADIAN MANUFACTURERS, HE SAID. HOWEVER,
DR. MCNIVEN STATED THAT HE WAS NOT AWARE OF ANY CANADIAN
SOURCES FOR COAL MINING EQUIPMENT AND THAT WITH THE EXPANSION
OF THE COAL MINING INDUSTRY IN NOVA SCOTIA, THERE MAY BE
A MARKET FOR THESE GOODS. CANADIANS MAY HAVE TO GO TO
OTHER SOURCES FOR COAL MINING EQUIPMENT, AND IF SO,
AMERICAN GOODS WOULD BE CHEAPER THAN EUROPEAN WITH INCREASED
TRANSPORTATION COSTS. MCNIVEN'S REMARKS WERE DIRECTED
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TOWARDS U.S. EXPORTS INTO THE ATLANTIC PROVINCES OF CANADA.
HE DID NOT COMMENT ON THE PROSPECTS FOR SALES OF LOGGING OR
LUMBERING EQUIPMENT.

3-HERALD ARTICLE IS A
STRAIGHT SUMMARY, WITHOUT COMMENT, OF THE "COMMERCE
AMERICA" SECTION ON CANADA.

AYLING

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NNN

*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

Message Attributes

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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
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Handling Restrictions: n/a
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